

Exco™

# Valued Partner Network

## Delivering Differentiation

AS LEADERS IN PATIENT ENGAGEMENT AND DATA CAPTURE SOLUTIONS FOR CLINICAL RESEARCH AND HEALTHCARE PROVIDERS, OUR OBJECTIVE IS TO CREATE JOINT SUCCESS THROUGH INDUSTRY LEADING PRODUCTS FOR OUR CLIENTS AND PARTNERS.



We have created the Exco™ Valued Partner Network to enable our partners to benefit from collaborative activities and experience our services and capabilities first hand.

Benefits of the network include:

- Innovative use of everyday technologies
- Access to patient centric solutions
- Modular approach to system delivery
- BYOD Model: Provides significant cost savings over traditional ePRO models
- Enables incorporation of ePRO capture into Late Phase studies

# Partnerships are all about two-way collaboration



**WE ARE COMMITTED TO WORKING TOGETHER WITH OUR PARTNERS TO SUPPORT THEIR NEEDS, ENSURING THEIR EXPERIENCE GROWS ALONGSIDE OUR PARTNERSHIP**

## **Governance**

Executive Team Leader assigned to champion the partnership.

Regular steering meeting provide opportunity to feedback, escalate issues and enhance support tools and business processes.

Audits encouraged to provide increased credibility for clients.

## **Preferred Pricing**

Flexible pricing model to suit each partner's specific requirements.

Guaranteed lowest pricing to each opportunity through the partnership.

Additional pricing advantage through volume based discounting.

## **Strategic Business Support**

Dedicated contact within our business development team.

Pricing generator to provide estimates during initial client discussions.

Support throughout the bid process; from RFP generation through to bid defences, our expert team will be available to support you.

## **Master Services Agreement**

A Master Services Agreement will be implemented to expedite the contract process and define preferential cost model.

## **Operational Support**

Joint SOPs, partner specific text, and customized documentation.

Dedicated operational resources.

Knowledge Transfer to enable in-house design.

Definition of operational standards and configurable code to increase efficiencies.

Service Level Agreements to underwrite our commitment to quality.

## **Marketing Support**

Range of marketing collateral which can be co-branded to meet your needs.

Centrally managed demonstrations, which can be tailored or white labelled if required.

# Why Join the Exco™ Valued Partner Network?

THROUGH JOINING THE NETWORK OUR PARTNERS WILL RECEIVE ALL THE STANDARD BENEFITS OF A PARTNER PROGRAM; GOVERNANCE, PREFERENTIAL PRICING, BID SUPPORT, MARKETING MATERIALS AND DEDICATED BUSINESS DEVELOPMENT SUPPORT.

In addition we enable our partners and their clients to experience our services first hand through three novel services;

**Exco™ Partner Cloud:** Secure Web Portal to support partner Business Development Teams.

Here your team can find contact details for their counterpart within Exco InTouch and view information on our experience together.

In addition they will find a variety of useful information, from videos and case studies, through to co-branded marketing materials and tailored demonstrations.

**Exco™ Meeting Manager:** The best way to understand the benefit of engagement services is to experience them first hand.

Use the Exco™ Meeting Manager to send timed SMS messages, remind clients of key meetings and provide links to important materials.

**Exco™ Expert:** Benefit from access to consultancy from our industry experts who will advise the best approach for each therapy area, patient population, geographic region and development phase.

## EXCO™ PARTNER CLOUD



- Secure web portal
- BD counterpart contact information
- Marketing collateral
- Educational content
- Document repository

## EXCO™ MEETING MANAGER



- Client meeting reminders
- Post-meeting outreach
- Link to agendas & minutes
- Link to proposals

## EXCO™ EXPERT



- Identify key drivers and requirements for patients and protocols
- Recommend service solutions each therapy area and demographic



Exco InTouch is the leading provider of digital patient engagement and data capture solutions for clinical research and healthcare providers. Using a combination of software and services, Exco InTouch solutions provide simple, secure channels of communication; facilitating the collection of quality data via everyday technology to ensure successful study outcomes for sponsors, clinical research organizations, sites and patients.

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